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Office of
the Secretary

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Sean M. Moss, Director of
the Office of Small and
Disadvantaged Business
Utilization (OSDBU) &
Minority Resource Center
(MRC)

FROM THE DESK OF THE DIRECTOR

Happy New Year from all us at OSDBU and the Minority Resource Center!

Our first issue of 2005 focuses on the 1st National Disadvantaged Business Enterprise (DBE) Conference and 2004 Secretary's Minority Business Awards Ceremony that we hosted on November 30th. As DOT Secretary Norman Y. Mineta declared in the Opening Message, this was "a special event designed to promote strategies, solutions, and services for small, minority, women-owned, and disadvantaged businesses."

The theme of the Conference was to promote DBEs to be "Ready, Willing, & Able" by providing them with the necessary knowledge and tools to position their businesses for success.

There are three articles exploring various aspects of the Conference. The lead article provides an overview. A second article highlights Secretary Mineta's speech - focusing on his new initiatives to help DBEs obtain the needed capital, training, and other assistance to effectively compete. The final article lists the winners of the Secretary's Minority Business Awards - including photos of some of the awardees.

Other articles include a nod to another deserving awardee: FTA's Angela Maldonado. Ms. Maldonado received a Small Business Advocate Award from OSDBU and the Minority Resource Center for her efforts to target all 12 of FTA's Fiscal Year 2005 procurements to small and disadvantaged businesses. Similarly, this issue's Procurement Watch focuses on the efforts of Phoenix, AZ to facilitate DBE participation at its local airport.

Looks like 2005 will be the year of the DBE. OSDBU and the Minority Resource Center look forward to helping you succeed in the coming year.

2004 NATIONAL DBE CONFERENCE

We're Ready, Willing, & Able

On November 30, 2004, OSDBU and the Minority Resource Center hosted the 1st National Disadvantaged Business Enterprise Conference in Washington, D.C. This day-long conference brought together more than 680 individuals from 31 states and the District of Columbia. Most of the participants were representatives of small, disadvantaged, and woman-owned businesses.

These entrepreneurs came to learn how they can better take advantage of the numerous contracting opportunities in the transportation industry. They also came to trade stories, gain insights, and network with a large group of prime contractors, government officials, representatives of nonprofit organizations, and other small business owners - many of whom had moved beyond start-up and were well on the path of success.

The Director of OSDBU and the Minority Resource Center, Sean M. Moss, welcomed the participants by stressing the [continued on page 2](#)

2004 NATIONAL DBE CONFERENCE

New Initiatives for DBEs

Speaking at the DBE Conference, Secretary Norman Y. Mineta pledged that DOT will strengthen its commitment to DBE owners by helping them obtain capital, training, and other assistance to promote their participation in the U.S. transportation industry.

As part of this commitment, OSDBU and the Minority Resource Center have established regional centers around the country. These centers will assist firms owned by minorities and women in obtaining working capital and in providing technical and procurement assistance when competing for transportation contracts.

Secretary Mineta added that OSDBU and the Minority Resource Center will hold a series of regional conferences starting this year to increase DBE access to DOT's programs providing

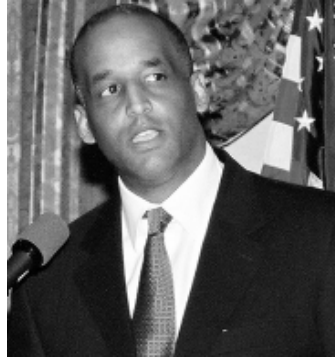
[continued on page 3](#)

Congratulations to Secretary Mineta!

On December 9, 2004, the White House announced that DOT Secretary Norman Y. Mineta had accepted President George W. Bush's offer to stay on for his second term. Secretary Mineta has repeatedly demonstrated that he is a strong advocate of the DBE program and increasing opportunities for small, disadvantaged, and woman-owned businesses. We at OSDBU and the Minority Resource Center look forward to future years serving under Secretary Mineta's inspired leadership.

We're Ready, Willing, & Able...continued from page 1

theme of the Conference: providing DBEs with the knowledge and tools to be "Ready, Willing & Able" to meet the demands of today's competitive business environment. According to Director Moss, the goal of the Conference was to reduce contract barriers and provide DBEs with "greater accessibility to every mode of transportation."



Director Sean Moss welcomes the DBE Conference attendees.

More Help for Small Businesses

Melanie Sabelhaus, the Deputy Administrator of the U.S. Small Business Administration (SBA), officially opened the Conference by declaring that the entrepreneurial spirit of the 25 million small businesses in the United States is alive and well. She then discussed how the SBA is helping those small businesses. This assistance includes providing a record number of loans in Fiscal Year 2004.

Secretary of Transportation Norman Y. Mineta closed the Conference with a pledge that DOT will strengthen its commitment to DBEs through a number of new initiatives, including the establishment of Regional Minority Resource Centers, an Executive education program, and a series of regional conferences. Secretary Mineta then presented Minority Business Awards to 25 deserving entrepreneurs, government officials, and nonprofit organizations.

Other articles in this issue provide more details about both the Secretary's DBE initiatives and his presentation of the Minority Business Awards. For the most up-to-date information on the status of Secretary Mineta's initiatives (and to see whether there is an upcoming event near you) keep an eye on the OSDBU/MRC web site.



Secretary Norman Y. Mineta joins national and regional Minority Resource Center officials at the conference.

Nuts and Bolts of Success

In between the remarks of Deputy Administrator Sabelhaus and Secretary Mineta, the DBE Conference presented three plenary sessions and four workshops. The plenary sessions discussed:

- Strategies to Remove Contract Barriers
- Strengthening Business Knowledge to Succeed
- The DBE Vision for Growth & Road to Long-Term Success.

The workshops concentrated on:

- Subcontracting Do's and Don'ts
- Strengthening Capital Resources
- Expanding Construction and Engineering Business
- Access to Concession Opportunities & Ownership

The plenary sessions and workshops were led by nearly 40 leaders from the private and public sectors – representing a wide cross-section of small businesses, state agencies, prime



David Stokes, Executive Director of the Mid-Western Minority Resource Center moderates a plenary session.

contractors, federal agencies, banks, law firms, and insurance companies. A comprehensive summary of the Conference (including speeches, presentations, photographs, and audio files) is available on the OSDBU/MRC web site. Also, later issues of this newsletter will include articles with useful advice gleaned from these plenary sessions and workshops.

The success of the 1st National DBE Conference was summed up by its theme: "Ready, Willing & Able." Small, disadvantaged, and woman-owned firms showed that they were ready and willing to reach for new opportunities – provided they have the right tools to make them able. Leaders from the public and private sectors demonstrated that they were ready, willing, and able to provide these tools – helping themselves, as well as the budding entrepreneurs, in the process.

More information about the 1st National DBE Conference can be found at: <http://osdbu.dot.gov/>

Doing the “Right Thing” for Small Business – FTA’s Maldonado Receives Award

Recently, OSDBU and the Minority Resource Center presented FTA’s Angela Maldonado, Director of Acquisition Management, with a Small Business Advocate Award. The award is given to individuals who have demonstrated efforts beyond their professional responsibilities to advance the cause of minority and small business interests.

In the FY 2005 *Procurement Forecast*, FTA targeted all 12 of its procurements to OSDBU and Minority Resource Center customers. Ten of the 12 are 8(a) non competitive. The remaining two procurements are a small business set aside and an 8(a) competitive. The procurements range from conducting quick studies, to cost accounting, to performing compliance reviews and assessments.

As Director of Acquisitions Management, Ms. Maldonado works closely with program staff to identify small businesses to meet FTA’s procurement needs. Ms. Maldonado also works with OSDBU and the Minority Resource Center to reach out to small business and encourage them to participate in FTA procurements.

In speaking about the award and her commitment to small businesses Ms. Maldonado said, “The President’s Management Agenda is very clear regarding the administration’s responsibilities toward encouraging the utilization of small business in federal procurements. Small businesses foster economic prosperity and I believe encouraging their use in federal procurements is the right thing to do.”



Director Sean Moss presents award to Angela Maldonado.

Secretary Mineta...continued from page 1

financial and other direct procurement assistance. DOT will also develop an Executive Education program for the owners and managers of minority- and woman-owned firms (*see accompanying box*).

The Secretary’s commitment to small businesses began early – when he helped his father, the owner of a small insurance business in California. It continued through his two decades in Congress, where he sponsored a number of bills to assist small and disadvantaged businesses.

Since becoming DOT Secretary in 2001, Mr. Mineta has led a series of initiatives to increase small business involvement in transportation. “Secretary Mineta’s support sends the message that firms owned by minorities and women are integral to DOT’s success,” said Sean M. Moss, Director of OSDBU and the Minority Resource Center. “He is one of the strongest advocates of the DBE program.”

For more information, on Secretary Mineta’s new DBE initiatives, visit:
<http://www.dot.gov/affairs/dot20504.htm>

For more information about a regional Minority Resource Center near you, visit to
<http://osdbu.dot.gov>.

2004 NATIONAL DBE CONFERENCE

A New DBE Executive Education Program

One of the new initiatives announced by Secretary Mineta at the DBE Conference was an Executive Education program for the owners of minority and woman-owned firms. The purpose of this program will be to help these business owners improve and refine their managerial skills, enhance their knowledge of basic financial concepts, and compete successfully in the transportation marketplace.

OSDBU and the Minority Resource Center are currently developing the framework and structure for its Advanced Minority Business Education program. This program will borrow heavily from successful initiatives around the country.

For example, SBA’s 7(j) Management and Technical Assistance Program provides 8(a) firms with management and technical aid, including a program for executives that offers intensive weeklong classroom training sessions. Also, a number of well-respected academic institutions provide potential models. These include: the Amos Tuck School of Business Administration at Dartmouth College, the Howard University School of Business, the J.L. Kellogg Graduate School of Management at Northwestern University, and the Darden Graduate School of Business Administration at the University of Virginia.

OSDBU and the Minority Resource Center would appreciate hearing from its customers on how best to model this program. Please forward your ideas to http://osdbu.dot.gov/forms/customer_feedback.cfm or call 800-532-1169 (202-366-1930 in the Washington DC area).

Honorees at the DOT Secretary's Minority Business Awards Ceremony

*“Ready,
Willing
& Able”*



Federal Railroad Administration

Minority Business Enterprise Award

Vinaya Sharma

Sharma & Associates, Inc. / Hinsdale, IL

Maritime Administration

Minority Business Enterprise Award

Mark Handon

Handon Diving Services, Inc. / Washington, DC

Women Business Enterprise Award

Gail Bassette

TCE Digital Solutions / Ft. Washington, MD

Procurement Official/MBE Advocate Award

Jeffrey Hayden, Deputy Director,

Division of Reserve Fleet / Washington, DC



Gail Bassette of TCE Digital Solutions receives Women Business Enterprise Award.

*Tariq Shane,
President of
American Small
Business
Alliance, Inc.
receives Minority
Business
Enterprise
Award.*



Federal Aviation Administration

Minority Business Enterprise Award

Tariq Shane

American Small Business Alliance, Inc. / Columbia, MD

Women Business Enterprise Award

Wanda L. Williford

Native American Technology Corporation / Coos Bay, OR

Procurement Official/MBE Advocate Award

Alice Clark, Manager

Acquisition Management Branch / Hawthorne, CA

DOT Grant Recipient Award

Jon Grafton

England Economic Industrial Development District

Office of the Secretary

Minority Business Enterprise Award

Shankar Pillai

Computer Systems Management Inc. / Alexandria, VA



Federal Motor Carrier Safety Administration

Women Business Enterprise Award

Dolly Oberoi

C2 Technologies, Inc. / Vienna, VA

FHWA

Federal Highway Administration

Disadvantaged Business Enterprise Award

Floyd G. Abeyta

Sun Construction, Inc. / Colorado Springs, CO

Minority/Women Business Enterprise Awards

F. Claire Fisher

Fisher Associates / Rochester, NY

Procurement Official/MBE Advocate Award

Ronnie Edwards, Chief, Civil Right Division

District of Columbia Department of Transportation
Washington, DC

DOT Grant Recipient Award

David Chandler and Jay Ankenbrock

New Hampshire Department of Transportation



*Julie S. Lee,
President and
CEO of ACCESS
systems, Inc.
receives Minority
Business
Enterprise Award.*

Research and Special Programs Administration

Minority Business Enterprise Award

Julie S. Lee

ACCESS Systems, Inc. / Reston, VA

Women Business Enterprise Award

Cheryl W. Snead

Banneker Industries, Inc. / Lincoln, RI

Procurement Official/MBE Advocate Award

Laura Dionne, Procurement Analyst

The Volpe Center / Cambridge, MA



*Floyd G. Abeyta of
Sun Construction,
Inc. receives
Disadvantaged
Business
Enterprise Award.*

NHTSA

National Highway Traffic Safety Administration

Minority Business Enterprise Award

A.R. Char

Rainbow Technology, Inc. / Olney, MD

Procurement Official/MBE Advocate Award

Rhonda Joseph, Chief Architect

Office of Chief Information Officer / Washington, DC

*Gloria Dixon,
Vice President of
Dallas Area
Rapid Transit
Authority receives
DOT Grant
Recipient Award.*



*A.R. Char,
President of
Rainbow
Technology, Inc.
receives Minority
Business
Enterprise
Award.*



FTA

Federal Transit Administration

Minority Business Enterprise Award

John Mulligan

Mulligan & Company / Philadelphia, PA

Disadvantaged Business Enterprise Award

Peter Yu

Yu & Associates / Elmwood Park, NJ

Women Business Enterprise Award

Beverly A. Harper

Portfolio Associates / Philadelphia, PA

Procurement Official/MBE Advocate Award

Jan Walden

New Jersey Transit's Small Business
Diversity Program / Newark, NJ

DOT Grant Recipient Award

Gloria Dixon

Dallas Area Rapid Transit Authority



Prime Contractor of the Year

Jim Hoffman

Hoffman Construction, Inc. / Black River Falls, WI

Phoenix Airport – DBEs Need Apply

The City of Phoenix, AZ recently issued a Request for Proposal to provide cargo air service development consulting services to the Aviation Department at the Phoenix Sky Harbor International Airport (PSHIA). The City is committed to facilitating DBE participation in contract opportunities at PSHIA and encourages DBEs experienced in air service development and maintenance to respond.

The term of the initial contract will be one year, beginning July 1, 2005. Four option years will follow.

At a minimum, participants must have: 1) experience performing similar work at three airports in the past five years (including a "Large Hub" airport and "International" airports); 2) principals with at least three years of experience performing similar work; and 3) experience in staging an aviation-oriented conference.

All proposals are due on January 24, 2005.

For more information visit, www.phoenix.gov/avirfp or contact Sharon Wiegel of the City of Phoenix at 602-273-2748.

CALENDAR OF EVENTS January/February 2005

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|----------------|--|
| January 10-12 | Government Convention on Emerging Technologies
Anaheim, CA
www.FederalEvents.com
Contact: GOVCON05 • 888-603-8899 |
| February 6-8 | National Association of Women Business Owners "Public Policy Days Conference" – Washington, D.C.
www.nawbo.org
Contact: NAWBO • 703-506-3268, ext. 3271 |
| February 7-10 | 17th Annual Reservation Economic Summit and American Indian Trade Show – Las Vegas, NV
www.ncaied.org/res2005/index.htm
Contact: National Center for American Indian Enterprise Development • 800-462-2433 ext. 228 • events@ncaied.org |
| February 17-18 | Small Business Procurement Training Conference and Expo 05 – San Diego, CA
http://www.ms2kplus.com/sd_meeting_1.html
Contact: HHS and Homeland Security • 301-585-4838 |
| February 24 | Minority Business Opportunity Day – Industry Hills, CA
www.scmbdc.org/events/
Contact: Southern California Minority Business Development Council • 213-689-6960 • info@scmbdc.org |

Keep up-to-date on our Calendar of Events
by visiting us at <http://osdbu.dot.gov/>

<http://osdbu.dot.gov>

US Department of Transportation
Office of the Secretary of Transportation
c/o HeiTech Services, Inc
400 Seventh Street, SW
Room 9414 S-40
Washington, DC 20590
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